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TAGS: [AORC](#) [ECON](#) [ECPS](#) [EFIN](#) [INTELSAT](#) [KTIA](#) [PREL](#) [TSPA](#) [CO](#)
SUBJECT: ITSO DEMARCHE DELIVERED TO GOVERNMENT OF COLOMBIA

REF: STATE 68520

¶1. (SBU) On July 2 EconCouns delivered ITSO talking points as requested reftel to Colombian Vice Minister of Communications Daniel Medina. Medina stated that this long-standing problem needs a "middle ground solution", commenting that if all sides dig in their heels there will be no positive result. He emphasized that the GOC would prefer to avoid arbitration, as it would be unproductive and hamstringing the DG's successor. They find this meeting rushed and unnecessary. That being said, should a vote be forced on the issue, Colombia would most likely not oppose the DG's proposal.

¶2. (SBU) Medina called for "creative thinking" to arrive at a solution that satisfied the DG's interest in more information with the U.S./UK's interests in business confidentiality. The Vice Minister floated two ideas as potential initiatives that could help forestall an arbitration decision: 1) employ a consultative committee model comprised of several stakeholder states; or 2) include additional parties in direct discussions between the U.S./UK and DG to serve as a "buffer" and help reach a collaborative solution.

¶3. (SBU) Medina cautioned that Intelsat reps need to be more sensitive to the political dynamics of ITSO, and in particular moderate their language to be more sensitive to the needs of the most underdeveloped countries. He emphasized that while he understands the private sector mentality -- and has no problems with a "business first approach"-- many of the other members don't view issues through the same lens. Rhetoric that reflects their concerns, and modest steps to demonstrate interest in meeting the needs of the poorest countries, could go a long way toward calming the atmosphere.

¶3. (U) The GOC has not yet designated a head of delegation to the Rome meeting. Medina wishes he could attend, but at present has a conflict. He indicated that he would give us a heads up as to who the delegation lead would be when known, and welcomed our offer for a USG-GOC bilat in Rome prior to initiation of the Extraordinary Assembly.
Brownfield